

WEST VIRGINIA REAL ESTATE COMMISSION

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**THE MAGIC OF A WINNING PRESENTATION
CLIMBING TO THE TOP**

Instructor Development Workshop

AGENDA

Date: November 7, 2017

Location: Flatwoods Conference Center, Sutton, WV

Time: 9:00 a.m - 5:00 p.m.

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|------------------------|---|
| 8:30 a.m. - 9:00 a.m. | - Registration |
| 9:00 a.m.- 9:15 a.m. | - Welcome and Introduction
Jerry Forren, Executive Director
Goals & Objectives
Nedka Dineva, PhD, Education Director |
| 9:15 a.m. - 10:00 a.m. | - The Magis of a Winning Presentation
Len Elder, JD, DREI, CDEI |
| 10:00 a.m.- 10:15 a.m. | - Break |
| 10:15 a.m.- 12:00 noon | - Presentation continues |
| 12:00 noon- 1:00 p.m. | - Lunch |
| 1:00 p.m. - 2: 15 p.m. | - Climbing to the Top
Len Elder, JD, DREI, CDEI |
| 2:15 p.m. - 2:30 p.m. | - Break |
| 2:30 p.m. - 4:30 p.m. | - Presentation continues |
| 4:30 p.m. - 5:00 p.m. | - Workshop evaluation, Comments & Suggestions.
Closing remarks.
Jerry Forren; Nedka Dineva |